



Course/Branch : MBA Semester : III  
 Subject Name : Export-Import Documentation Max. Marks : 100  
 Subject Code : KMBNIB02 Time : 180 min

**CO-1** : Identify the process of the Registration process, Payment terms, Export costing, and pricing.  
**CO-2** : Interpret the process of Shipment procedures, & summarize the various documents used in Shipping.

**CO-3** : Classify the concept of various incentives, benefits & risk involved in shipping process.

**CO-4** : Discuss the various business planning Import procedures & various export promotion Scheme.

**CO-5** : Demonstrate the various export promotion schemes & Types of Export Houses.

**Section – A # 20 Marks (Short Answer Type Questions)**

Attempt ALL the questions. Each Question is of 2 marks (10 x 2 = 20 marks)

Q.No.	COx	Question Description # Attempt ALL the questions. Each Question is of 2 marks
1	a	CO1 Define IEC (Importer Exporter Code). (K1)
	b	CO1 What is RCMC (Registration Cum Membership Certificate)? (K1)
	c	CO2 What are the key documents used in shipping exports? (K1)
	d	CO2 Define the term 'Bill of Lading' in shipping. (K1)
	e	CO3 What are the benefits of Marine Insurance in export shipments? (K1)
	f	CO3 Explain the term 'Deemed Exports' . (K2)
	g	CO4 What are the key differences between direct and indirect exports? (K1)
	h	CO4 Define the Duty Drawback Scheme. (K1)
	i	CO5 What is the Export Promotion Capital Goods Scheme (EPCG)? (K1)
	j	CO5 What are the types of Export Houses in India? (K1)

**Section – B # 30 Marks (Long / Medium Answer Type Questions)**

Attempt ALL the questions. Each Question is of 6 marks (5 x 6 = 30 marks)

**Q.2 (CO-1)**: Explain the process of obtaining an IEC (Importer Exporter Code) and its importance in the export registration process. (K2)

OR

Discuss the factors influencing export pricing and the significance of pre-export costing. (K6)

**Q.3 (CO-2)**: Outline the key steps in the shipment process and the role of quality and pre-shipment inspection in ensuring compliance. (K2)

OR

Explain the importance of the Bill of Lading, Invoice, and Packing List in export shipments, highlighting their roles in shipping procedures. (K5)

**Q.4 (CO-3)**: Discuss various export incentives available to exporters and their role in promoting international trade. (K6)

OR

Discuss the risks involved in international shipping and how marine insurance mitigates these risks. (K6)

**Q.5 (CO-4)**: Explain the role of the Duty Drawback and Advance License schemes in reducing the financial burden on exporters. (K5)

OR

Explain key steps involved in planning an export operation, focusing on the role of import procedures and regulatory compliance. (K5)

**Q.6 (CO-5)**: Analyze the Export Promotion Capital Goods (EPCG) Scheme and its significance for Indian exporters. (K4)

OR

Discuss the different types of export houses in India and their contributions to the country's export growth. (K6)

**Section – C # 50 Marks (Medium / Long Answer Type Questions)**

Attempt ALL the questions. Each Question is of 10 marks.

**Q.7 (CO-1)**: Attempt ONE question. Each question is of 10 marks.

- Discuss the components of export pricing and the significance of cost calculations in determining competitive pricing. (K6)
- What is the role of RCMC (Registration Cum Membership Certificate), and why is it important in the registration process? (K1)

**Q.8 (CO-2)**: Attempt any ONE question. Each question is of 10 marks.

- Discuss the importance of key shipping documents, such as the Bill of Lading, Invoice, and Certificate of Origin. (K6)
- Outline steps involved in marine insurance and how it helps mitigate risks in export shipments. (K2)

**Q.9 (CO-3)**: Attempt any ONE question. Each question is of 10 marks.

- Explain the concept of deemed exports and their significance in international trade. (K5)
- Discuss the key risks involved in international shipping and the measures exporters can take to mitigate these risks. (K6)

**Q.10 (CO-4)**: Attempt any ONE question. Each question is of 10 marks.

- Discuss the steps involved in planning an export-import business and the role of regulatory compliance. (K6)
- Explain the Advance License scheme and its significance for exporters in managing costs. (K5)

**Q.11 (CO-5)**: Attempt any ONE question. Each question is of 10 marks.

- Explain different types of export houses, and how do they contribute to India's trade growth? (K5)
- Discuss the significance of Special Economic Zones (SEZs) in promoting exports and providing economic benefits. (K6)